



CANNON BUILDING
861 SILVER LAKE BLVD., SUITE 203
DOVER, DELAWARE 19904-2467

**STATE OF DELAWARE
REAL ESTATE COMMISSION**

TELEPHONE: (302) 744-4500
FAX: (302) 739-2711
WEBSITE: DPR.DELAWARE.GOV
EMAIL: customerservice.dpr@state.de.us

PUBLIC MEETING MINUTES:	REAL ESTATE COMMISSION
MEETING DATE AND TIME:	Thursday, October 12, 2017 at 9:00 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A , Second Floor of the Cannon Building
MINUTES FOR APPROVAL	11/9/2017

MEMBERS PRESENT

Lynette Scott, Professional Member, **Chairperson**
Lynn Rogers, Public Member, **Vice-Chairperson**
Jason Giles, Professional Member
Nora Martin, Professional Member
Randy Marvel, Professional Member
Nikki Lane, Professional Member, **Secretary**
Mark Whitlock, Public Member

DIVISION STAFF/ DEPUTY ATTORNEY GENERAL

Patty Davis, Deputy Attorney General
Nicole Williams, Administrative Specialist III

MEMBERS ABSENT

Nathaniel Gibbs, Public Member

ALSO PRESENT

Barbara Brodoway, Esq. of the Real Estate Education Committee
Pauletta Caldwell
Dee Henderson Hake, CDREA

CALL TO ORDER

Ms. Scott called the meeting to order at 9:08 a.m.

REVIEW OF MINUTES

The Commission reviewed the September 14, 2017 meeting minutes. Mr. Giles made a motion, seconded by Ms. Lane, to approve the minutes as written. By unanimous vote, the motion carried.

UNFINISHED BUSINESS

Sign Final Order for James E. Schneider from Guaranty Fund Recovery Claim Hearing

Ms. Davis advised that the Commission will have to sign this order at their November meeting as it is not yet prepared.

Sign Final Orders from Hearing Officer Recommendations

Ms. Scott signed the final orders for the hearing officer recommendations for the below licensee's:

1. John Brophy
2. Lehman Gallagher
3. Deborah Goguen-Ellis
4. Crystal Graham
5. Elin Green
6. Ewan Harper
7. Anmara Jafri
8. Jennifer Kenney
9. Michele Marinucci
10. Anthony McGuire
11. Robin Mitchell (Webb)
12. Emily Pinder
13. Sylvia Redic
14. Jill Schwartz
15. Sheila Tekavec
16. Kirk Vaughan
17. Francesca Vavala
18. Saundra Wright

NEW BUSINESS

Education Committee Report – October 5, 2017

Ms. Brodoway addressed the Commission and provided the Education Committee report. For the month of October the Committee reviewed 19 course provider applications all of which were approved. The Committee reviewed nine (9) instructor applications of which 7 were approved, 1 tabled and 1 denied. Ms. Brodoway advised that the Committee had not been able to discuss the module content due to time constraints from the last meeting. Mr. Giles moved, seconded by Mr. Rogers, to approve the October Committee report.

Review and Clarification of Education Guidelines for New Instructors for Pre-Licensing Courses

Ms. Brodoway stated that the Committee would like the Commission to grant them authority to clarify the language in the education guidelines with respect to specificity of the requirements for instructor approval. The Committee questioned if the requirements for instructor approval for continuing education differ from approval for the pre-licensing course. The Committee would like to change the regulations regarding instructors who want to teach the pre-licensing course to be more specific and clear. Mr. Giles moved, seconded by Mr. Rogers, to grant the Committee authority to work with Ms. Kelly in drafting proposed changes to the education guidelines regarding instructor approval for teaching pre-licensing courses and continuing education. By unanimous vote, the motion carried.

Commission Approval of Courses and Instructors

Ms. Brodoway also stated that the Committee discussed using guest speakers for the pre-licensing course and that the education guidelines need to be defined to determine the specified amount of time spent on a topic with a guest speaker and if the guest speaker should be an approved instructor for that specified topic. Mr. Giles suggested having one guest speaker per course or ensuring that the speaker is an approved instructor. Mr. Giles moved, seconded by Mr. Rogers, to grant the Committee the authority to draft proposed changes to the education guidelines regarding guest speakers. By unanimous vote, the motion carried.

Discussion of New Licensee modules be completed within 1 year after licensure

Ms. Brodoway advised that the timeframe in which the new licensee modules have to be completed needs to be adjusted as the current language is causing confusion amongst many licensees. Ms. Williams stated that Ms. Kelly advised that the Commission should look into changing the timeframe of when the new licensee modules have to be completed because of the license renewal period which causes that confusion. Mr. Giles moved, seconded by Ms. Scott, to grant authority to the Committee to discuss with Ms. Kelly drafting proposed language in the Commission's regulations regarding when the new licensee modules should be completed.

Applications for Licensure

Ratification of Salesperson Applications

Mr. Giles made a motion, seconded by Mr. Rogers, to ratify the approved applications for salespersons per attached list at the end of the minutes. By unanimous vote, the motion carried.

Ratification of Broker and Associate Broker Applications

Mr. Rogers made a motion, seconded by Mr. Marvel, to ratify the approved applications for Associate Brokers per the attached list at the end of the minutes. Ms. Marvel abstained. By unanimous vote, the motion carried.

Review of Reinstatement Application(s) to sit for the Law and/or General exam(s)

James Ogden – Request to re-take the DE law exam

The Commission reviewed the reinstatement application for Mr. Ogden. Mr. Giles moved, seconded by Mr. Rogers, to approve Mr. Ogden's reinstatement application for licensure upon passing the State law exam. By unanimous vote, the motion carried.

Samantha Gill – Request to re-take DE law exam

The Commission reviewed the reinstatement application for Ms. Gill. Ms. Lane moved, seconded by Mr. Giles, to approve Ms. Gill's reinstatement application for licensure upon passing the State law exam. By unanimous vote, the motion carried.

Ratification of Reinstatement Application(s) for Licensure – General and Law Exams Passed

Mr. Giles made a motion, seconded by Mr. Rogers, to ratify the below reinstatement application(s) for licensure as the applicant(s) passed both the General and Law exams. By unanimous vote, the motion carried.

Debra Powell

Matthew Gleason

Review of Broker Application for Lonnie Wiskman, Reciprocity

Ms. Williams advised the Commission that the application for Mr. Wiskman is brought before them for review as Mr. Wiskman has a large gap in time in his sales transactions. He does not have the 30 sales transactions within the previous five years of licensure. Mr. Wiskman provided a detailed letter of explanation therefore the Commission needed to review the application and letter determine if Mr. Wiskman meets the requirements for licensure. The Commission reviewed the broker application for Mr. Wiskman and all supporting documents. After review, the Commission determined that the 30 sales transactions requirement could not be waived. Ms. Lane moved, seconded by Mr. Giles, to propose to deny Mr. Wiskman's application as he does not meet the regulatory requirement of the 30 sales transactions within the previous five years of licensure. By unanimous vote, the motion carried.

Review of New Office Application(s)

The Commission reviewed the following office application(s) for relocation:

Ocean Atlantic Sotheby's – Rehoboth Beach, DE; BOR: Justin Healy

Mr. Marvel made a motion, seconded by Mr. Rogers, to approve the above office relocation application. By unanimous vote, the motion carried.

Review of New Office Application(s)

The Commission reviewed the following new office application(s):

eXp Realty – Wilmington, DE; BOR: John Takacs

Mr. Giles made a motion, seconded by Ms. Marin, to approve the above office application for an office permit. By unanimous vote, the motion carried.

Delaware Coastal Realty – Lewes, DE; BOR: Richard Bryan

Ms. Martin made a motion, seconded by Mr. Marvel, to approve the above office application for an office permit. By unanimous vote, the motion carried.

Status of Complaints

Complaint #02-10-17 - Sent to AG's Office

Complaint #02-17-17 - Closed by Investigator

Complaint #02-19-17 - Sent to AG's Office

Review and Consider Hearing Officer Recommendation(s)

The Commission reviewed and considered the Hearing Officer Recommendation for Laird Bunch. Ms. Lane moved, seconded by Mr. Marvel, to accept the recommendation as written. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for James Lacey. Ms. Lane moved, seconded by Mr. Rogers, to accept the recommendation as written. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for John McCool. Mr. Marvel moved, seconded by Mr. Giles, to accept the recommendation as written. By unanimous vote, the motion carried. – Letter of Reprimand (LOR)

The Commission reviewed and considered the Hearing Officer Recommendation for Mark Grimberg. Mr. Marvel moved, seconded by Ms. Lane, to accept the recommendation as written. By unanimous vote, the motion carried. – LOR and \$500.00 fine

The Commission reviewed and considered the Hearing Officer Recommendation for Marcus Isaac. Mr. Giles moved, seconded by Mr. Marvel, to accept the recommendation as written. By unanimous vote, the motion carried. – LOR

The Commission reviewed and considered the Hearing Officer Recommendation for Aafke Lazar. Ms. Lane moved, seconded by Mr. Rogers, to accept the recommendation as written. By unanimous vote, the motion carried. – LOR

The Commission reviewed and considered the Hearing Officer Recommendation for Lori May. Ms. Scott moved, seconded by Mr. Giles, to accept the recommendation as written. By unanimous vote, the motion carried. – LOR

The Commission reviewed and considered the Hearing Officer Recommendation for John Rappa. Ms. Scott moved, seconded by Mr. Marvel, to accept the recommendation as written. By unanimous vote, the motion carried. – LOR

The Commission reviewed and considered the Hearing Officer Recommendation for Yessenia Tavaréz. Ms. Martin moved, seconded by Mr. Giles, to accept the recommendation with amendment to Ms. Tavaréz's first name under Recommendation. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for Jan Thomas. Ms. Martin moved, seconded by Mr. Marvel, to accept the recommendation as written. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for Julie Spagnolo. Mr. Rogers moved, seconded by Ms. Lane, to accept the recommendation as written. By unanimous vote, the motion carried.

The Commission reviewed and considered the Hearing Officer Recommendation for Desiderio Rivera. Ms. Rogers moved, seconded by Ms. Lane, to accept the recommendation as written. By unanimous vote, the motion carried.

Discussion of 60 day late period

The Commission discussed the 60 day late renewal period and when audited those that failed the audit should be fined and the broker fined as well. Ms. Lane advised to look into what other Board's fine for non-compliance with the audit. Ms. Scott inquired about the process for increasing fees. Ms. Davis informed the Commission that fees are set by the Division and that the Commission could send a request letter to the Division Director for a fee increase. The Commission discussed possibly removing the late renewal period from the regulations entirely. Ms. Scott moved, seconded by Mr. Giles, to remove the 60 day late renewal period from the regulations. By unanimous vote, the motion carried.

Ms. Williams will advise Ms. Kelly of this proposed regulation change from the Commission.

Discussion of reinstatement regulations

The commission reviewed their reinstatement regulations. Ms. Williams advised that she and Ms. Kelly discussed proposed changes to the Commission's reinstatement regulations with regards to retaking the exam and the amount of continuing education required to reinstate a license. Mr. Giles suggested tabling this topic until Ms. Kelly's return. The discussion was tabled until the November meeting.

Discussion of regulation re: duty to update address

Ms. Davis stated that she is currently advising all Boards, Commissions, or Councils to add language in their regulations regarding a duty to report a change of address. The Commission reviewed the drafted proposed language and had concerns about the 10 day time frame to report the address change. The Commission discussed changing the address location for all mail correspondence to go to the broker office or possibly having the mail go to the licensee's home address but copied to the broker. Ms. Williams advised that given the system that the Division uses as a database for licensee information, it would be impossible to change the mailing address to the Broker office as agents transfer so frequently. Additionally not all correspondence that is for a salesperson can go to the Broker, such as a criminal background check. Ms. Davis will ask Ms. Kelly if most of the communication sent to the salesperson can be copied to the brokers, limited to renewals, disciplinary information, audits, etc.

Ms. Scott inquired if after 2010 if a criminal background check is now required for real estate. Ms. Williams advised that the current requirements for licensure do not require a criminal background check. Ms. Davis advised to put on future agenda a discussion topic for requiring a criminal background check for the real estate profession which would require a law change. The language would require a criminal background check for all new applications and designate a time period for all existing licensees to obtain a

criminal background check by a certain date. The Commission agreed that real estate applicants should be required to have a criminal background check. Ms. Davis will forward this information to Ms. Kelly for future discussion.

Discussion on property management

Ms. Scott advised that a case was brought before the Commission previously regarding a property management company and the licensee's husband owned the property management company and he was not licensed but was hired as a property manager. Ms. Scott stated that Ms. Kelly recalls that there was a major issue with the legislators where several occasions where an agent will do leasing for friends and it's supposed to be through a company. Additionally there are other agents in their own companies that are providing property management that should be licensed under the brokerage but are not.

Ms. Davis will forward the discussion about property management to Ms. Kelly for further review and discussion.

CORRESPONDENCE

There was no correspondence for the Commission to review and discuss.

OTHER BUSINESS BEFORE THE COMMISSION (for discussion only)

There was no other business before the Commission for discussion.

PUBLIC COMMENT

There was no public comment.

NEXT SCHEDULED MEETING

The next meeting will be held on November 9, 2017 at 9:00 a.m. in Conference Room A, 861 Silver Lake Boulevard, Suite 203, Dover, DE.

ADJOURNMENT

Ms. Lane made a motion, seconded by Mr. Giles, to adjourn the meeting. By unanimous vote, the motion carried. The meeting adjourned at 10:52 a.m.

Respectfully submitted,



Nicole M. Williams
Administrative Specialist III

The notes of this meeting are not intended to be a verbatim record of the topics that were presented or discussed. They are for the use of the Board members and the public in supplementing their personal notes and recall for presentations.

Associate Brokers/Brokers/Salespersons License List

License No.	Name	Type	Office	Office Location
RA-0020616	Bennett, Maria C.	Associate Broker	NextRE, Inc.	Middletown DE 19709
RA-0020617	Wooding, Henry C.	Associate Broker	Point Realty LLC, d/b/a RE/MAX Point Realty	Wilmington DE 19808
RA-0020619	Sherr, Bonnie M	Associate Broker	Long & Foster Real Estate, Inc.	Wilmington DE 19807
RA-0020620	Williams, John C.	Associate Broker	Re/Max Excellence	Kennett Square PA 19348
RA-0020621*	Barrows, Brian K.	Associate Broker	Ocean Atlantic Sotheby's Int. Realty	Rehoboth Beach DE 19971
RB-0020613	Martin, Nora Anne McCaffrey	Broker	Rehoboth Real Estate Company, LLC	Rehoboth Beach DE 19971
RB-0020614	Parks, Frank	Broker	Century 21 Home Team Realty	Rehoboth Beach DE 19971
RB-0020615	Chen, Lyman	Broker	Re/Max Sunvest Realty	Wilmington DE 19810
License No.	Name	Type	Office	Office Location
RS-0024770	Strohmaier, Dale R.	Salesperson	Callaway, Farnell and Moore, Inc.	Seaford DE 19973
RS-0024771	Handy, Lauren	Salesperson	Long & Foster Real Estate, Inc.	Bear DE 19701
RS-0024772	Rice, Kristina C.	Salesperson	Milestone Realty Group	Townsend DE 19734
RS-0024773	Serio, Sharon F.	Salesperson	Patterson Schwartz Real Estate	Hockessin DE 19707
RS-0024774	Groop, Alexander Travis	Salesperson	Berkshire Hathaway Home Services Fox & Roach	Newark DE 19711
RS-0024775	Lanno-Lynch, Stephanie	Salesperson	BHHS - Fox & Roach	Devon PA 19333
RS-0024776	Bagnal, Marion Patrick	Salesperson	Harlan C. Williams Company	Elkton MD 21921
RS-0024777	LaFlamme, Mark E.	Salesperson	Long & Foster Real Estate, Inc.	Lewes DE 19958
RS-0024778	Krause, Alexandra Lynn	Salesperson	DelMarVa Resorts Realty	Lewes DE 19958
RS-0024779	Hynes, Joan M.	Salesperson	Remax Coast and Country	Delmar DE 19940
RS-0024780	Long, Levi Lewis	Salesperson	Meyer & Meyer Realty	Wilmington DE 19805

RS-0024781	Veirs, Alvin B.	Salesperson	Keller Williams Realty	Selbyville DE 19975
RS-0024782	Morales, Jasmin	Salesperson	Myers Realty	Dover DE 19901
RS-0024783	Domchick, Nancy Jane	Salesperson	Long & Foster Real Estate, Inc.	Lewes DE 19958
RS-0024784	DiNicolas, Cynthia G.	Salesperson	Coldwell Banker Residential Brokerage	Ocean City MD 21842
RS-0024785	Thompson, Marcus Alexander	Salesperson	Keller Williams Realty	Christiana DE 19702
RS-0024786	Gaffney, Heather Joy	Salesperson	R&R Commercial Realty, Inc.	Dover DE 19901
RS-0024787	Wathome, Martin J.	Salesperson	Berkshire Hathaway Home Services Fox & Roach	Newark DE 19711
RS-0024788	Bernardi, Charles A.	Salesperson	Berkshire Hathaway Home Services Fox & Roach	Newark DE 19711
RS-0024789	Burton, Susan K.	Salesperson	Patterson Schwartz Brandywine Sales Office	Wilmington DE 19810
RS-0024790	Kelly, Stephanie Brooke	Salesperson	Patterson Schwartz	Greenville DE 19807
RS-0024791	Ulrich, Joseph Andrew	Salesperson	Patterson Schwartz Middletown	Middletown DE 19709
RS-0024792	Turner, Kelly Graybeal	Salesperson	Masten Realty, LLC	Milford DE 19963
RS-0024793	Stradling, John H.	Salesperson	Berkshire Hathaway Home Services Fox & Roach	Devon PA 19333
RS-0024794	Mann, Christina Beth	Salesperson	Keller Williams Real Estate	West Chester PA 19382
RS-0024795	Hancock, Deakwon Levi	Salesperson	Berkshire Hathaway Home Services Fox & Roach	Newark DE 19711
RS-0024796	Crooks, William Paul	Salesperson	Coldwell Banker Residential Brokerage	Bethany Beach DE 19930
RS-0024797	Lamar, Cassandra L.	Salesperson	Patterson Schwartz Real Estate	Newark DE 19713
RS-0024798	Perry, Drew M.	Salesperson	Meyer & Meyer Realty	Wilmington DE 19805
RS-0024799	McVeigh, Janine M.	Salesperson	Christopher Real Estate Services	Conshohocken PA 19428
RS-0024800	Tartt, Daniel Ray, Jr.	Salesperson	Masten Realty	Milford DE 19963
RS-0024801	Diehl, Stacy W.	Salesperson	Keller Williams Realty	Bethany Beach DE

				19930
RS-0024802	Bendel, Paul Michael	Salesperson	Weichert Realtors - First Class	Dover DE 19901
RS-0024803	Mauser, Heather A.	Salesperson	Long & Foster Real Estate, Inc.	Middletown DE 19709
RS-0024804	Thomas, Shekima S.	Salesperson	Berkshire Hathaway Home Services Fox & Roach	Newark DE 19711
RS-0024805	Gondal, Bilal A	Salesperson	Patterson Schwartz Middletown	Middletown DE 19709
RS-0024806	Valentini, Silvia C.	Salesperson	Berkshire Hathaway Home Services Fox & Roach	Devon PA 19333
RS-0024807	Wirick, Jessica Rene	Salesperson	Harrington ERA Realty	Dover DE 19901
RS-0024808	Whitney, Janet Moore	Salesperson	Remax Sunrest Realty	Wilmington DE 19808
RS-0024809	Johnston, Bobbi DeVary	Salesperson	Olson Realty	Dover DE 19904
RS-0024810	Nolan, Megan	Salesperson	Walker Realty Group LLC	Newark DE 19702
RS-0024811	Latch, Antoinette M.	Salesperson	Patterson Schwartz	Hockessin DE 19707
RS-0024812	Burnshaw, Julie Ann	Salesperson	Coldwell Banker Residential Brokerage	Bethany Beach DE 19930
RS-0024813	Schatzschneider, John Howard, III	Salesperson	Re/Max Above and Beyond	Seaford DE 19973
RS-0024814	Mercante, Ronald Anthony	Salesperson	Active Adults Realty	Lewes DE 19958
RS-0024815	Seymore, Alysha R.	Salesperson	Keller Williams Realty	Wilmington DE 19803
RS-0024816	Bloom, Angeline	Salesperson	Long & Foster Real Estate, Inc.	Greenville DE 19807
RS-0024817	Brasure, Kyle Lane	Salesperson	Wilgus Associates, Inc.	Bethany Beach DE 19930
RS-0024818	Prochazka, Antonin	Salesperson	Vantage Resort Realty of MD	Ocean City MD 21842
RS-0024819	Elmore, Neil E.	Salesperson	Joe Maggio Realty	Rehoboth Beach DE 19971
RS-0024820	Hardy, Donna M.	Salesperson	Coldwell Banker Residential Brokerage	Bethany Beach DE 19930
RS-0024821	Wilson, Jena R.	Salesperson	Delaware Homes Inc.	Townsend DE 19734
RS-0024822	Davis, Ayanna K.	Salesperson	Patterson Schwartz Real Estate	Newark DE 19713

RS-0024823	McKellar, Leanne	Salesperson	Keller Williams Realty	Christiana DE 19702
RS-0024824	Shepherd, Randy S., Jr.	Salesperson	Patterson Schwartz Middletown	Middletown DE 19709
RS-0024825	McRae, Darlene	Salesperson	Exit Central Realty	Dover DE 19901
RS-0024826	Nehrbas, John M.	Salesperson	Long & Foster Real Estate, Inc.	Lewes DE 19958
RS-0024827	Everett, Karen J.	Salesperson	Jack Lingo Realtor	Rehoboth Beach DE 19971
RS-0024828	Shah, Manthan	Salesperson	Coldwell Banker Preferred	Wilmington DE 19808
RS-0024829	Harrison, Sally H.	Salesperson	Coldwell Banker Residential Brokerage	Bethany Beach DE 19930
RS-0024830	Finkle, Michael J.	Salesperson	Century 21 Emerald	Wilmington DE 19809
RS-0024831	Hucks, Dawnese Colleen	Salesperson	Keller Williams Realty	Christiana DE 19702
RS-0024832	Morrison, Brooke A.	Salesperson	Jack Lingo Realtor	Lewes DE 19958
RS-0024833	Hoenen, Jason Thomas	Salesperson	Re/Max Horizons, Inc.	Dover DE 19901
RS-0024834	Thompson, Jennifer M.	Salesperson	Long & Foster	Lewes DE 19958
RS-0024835	Doran, Andrew Daniel	Salesperson	Myers Realty	Dover DE 19901
RS-0024836	Coelho, Jose C.	Salesperson	Patterson Schwartz Real Estate	Greenville DE 19807
RS-0024837	Ferrine, Maretia J.	Salesperson	Patterson Schwartz Middletown	Middletown DE 19709
RS-0024838	Wright, Ericka L.	Salesperson	Delmarva Resorts Realty	Lewes DE 19958
RS-0024839	Norris, Silva H.	Salesperson	Berkshire Hathaway Home Services Fox & Roach	Hockessin DE 19707
RS-0024840	Markwood, William T.	Salesperson	Long & Foster Real Estate, Inc.	Greenville DE 19807
RS-0024841	Shockley, Daniel Hunter	Salesperson	Long & Foster Real Estate	Lewes DE 19958
RS-0024842	Mancinelli, Marc A.	Salesperson	Keller Williams Realty	Christiana DE 19702
RS-0024843	Meredith, Mezette M.	Salesperson	Keller Williams Realty	Christiana DE 19702
RS-0024844	Williams, Bryant S.	Salesperson	Keller Williams Realty	Christiana DE 19702
RS-0024845	Marden, Matthew G.	Salesperson	BHHS Fox & Roach Realtors	Greenville DE 19807

RS-0024846	Barnes, Katherine A.	Salesperson	Walker Realty Group LLC	Newark DE 19702
RS-0024847	Rotunno, John A.	Salesperson	Stan Johnson Company	New York NY 10016

RS-0024848	Ogunmakin, Bolanle	Salesperson	Delaware Management Team dba Rentwell	Wilmington DE 19803
RS-0024849	Thomas, Denise L.	Salesperson	Keller Williams Realty	Christiana DE 19702
RS-0024850	Roten, Nathan C.	Salesperson	Keller Williams Realty	Christiana DE 19702

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RB-0020618	Hamilton, Karen A	Broker	Re/Max Coast & Country	Delmar DE 19940
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